



News Release

FOR IMMEDIATE RELEASE

Innovative Service Offerings Presented at Aberdeen Chief Officer Summit

- Lou Ronsivalli Jr. of Trane to deliver tools to assist companies in developing new service-based offerings -

Boston – Oct. 7, 2010 – Innovative service offerings begin with a collaborative development process that ensures commitment from internal teams and input from those who understand legal and financial implications.

Lou Ronsivalli Jr., the global service offerings development leader for Trane, a business of Ingersoll Rand, is participating in a session presentation at the Aberdeen Group Chief Service Officer Summit on Thursday, Oct. 7, 2010.

During the session presentation, “Building Innovative Service Offerings: A Collaborative Template,” Ronsivalli will provide a development template and roadmap with things to consider, teams to incorporate and resources to tap into when considering the development of new service-based offerings.

Summit attendees will gain insights regarding global revenue-generating service requirements and collaborative development processes.

Panel Discussion

When: Thursday, Oct., 7 at 10:30 a.m.

Where: Seaport World Trade Center

1 Seaport Lane

Boston

Website: <http://summits.aberdeen.com/index.php/Chief-Service-Officer-Summit/2010-cso-summit-agenda.html>

Conference Description

Aberdeen’s Fifth Annual Chief Service Officers Summit, held in Boston, is the preeminent industry event for service, operations and customer management executives to network and learn from peers who best represent Aberdeen's best-in-class in strategic service management.

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About Lou J. Ronsivalli Jr.

Lou J. Ronsivalli Jr. is the global service offerings development leader for Trane. Ronsivalli is responsible for working with Trane offices throughout the world to develop and grow the Trane field-based service business. Prior to joining Trane, Ronsivalli became an acknowledged leader in the development of operations and maintenance of building systems and energy management systems, while managing a building staff of 25 operations personnel in the Boston area. He earned a master’s degree in business administration from New Hampshire College and a Bachelor of Science in engineering from Northeastern University. In addition to his current role at Trane Global Controls & Contracting, he also is an adjunct faculty member in the continuing education program at Northern Essex Community College, teaching undergraduate mathematics and computer applications courses.

About Trane

Trane, a business of Ingersoll Rand - the world leader in creating and sustaining safe, comfortable and energy efficient environments, improves the performance of homes and buildings around the world. Trane solutions optimize indoor environments with a broad portfolio of energy-efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced controls for homes and commercial buildings. For more information, visit www.Trane.com.

About Ingersoll Rand

Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands — including Club Car®, Hussmann®, Ingersoll Rand®, Schlage®, Thermo King® and Trane® — work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and perishables, secure homes and commercial properties, and increase industrial productivity and efficiency. We are a \$13 billion global business committed to sustainable business practices within our company and for our customers. For more information, visit www.ingersollrand.com.

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